THE WEEKLY OF
BUSINESS AVIATION™

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FRIDAY was the deadline for competitors in the U.S. Air Force Tanker-Transport Training System (TTTS) program to submit technical proposals for the 211-aircraft procurement. Companies known to be submitting proposals include: FlightSafety International, Learjet Corp. and Allied-Signal offering the Model 31 Learjet; McDonnell Douglas and Beech Aircraft with the Beechjet; and, General Dynamics, its subsidiary Cessna Aircraft and the Link Division of CAE with a derivative of the T-47A used by the U.S. Navy (BA, Sept. 4/73). Cost proposals are due Oct. 23.

THE DECADE of the 1990s "will see accelerated consolidations and vertical integration as the new professional managers of corporate aviation service businesses try to meet the market demands for economies of scale, combined with exemplary service," according to James Christiansen, president of Jet Aviation Business Jets, Inc. Participating in a forum sponsored by Flying magazine at this month's NBAA convention, Christiansen predicted that "by the late 1990s, there will be only three or four large corporate aviation service companies dominating the industry, providing worldwide networks."

AIRCRAFT OWNERS AND PILOTS ASSOCIATION hopes to announce that it has enrolled its 300,000th member at this week's 50th anniversary AOPA Convention in Orlando, Fla. Based on an estimated total of about 700,000 active pilots, AOPA members make up over 40 percent of all U.S. pilots.

ACQUISITION OF JIMSAIR WOULD BE MAJOR EXPANSION FOR FLIGHTCRAFT

An agreement for the acquisition of the Jimsair chain of fixed-base operations by Flightcraft, Inc. could be signed this month, a deal that if consummated would nearly double the number of Flightcraft FBO locations and give it a string of bases stretching the entire length of the West Coast. The Jimsair FBO chain, with bases in San Diego, Palm Springs, Phoenix and Reno, is owned by the Bracamonte family and is based in San Diego. President Phil Bracamonte told BA Friday that "we're still in the negotiating process" with Flightcraft, but added that announcement of an agreement could occur as early as the end of this week. Jimsair also formerly owned a small FBO in Lake Tahoe, Nev., but Bracamonte said that facility was sold to another firm early this month. He said the remaining Jimsair locations were put on the market just last month.

Ernie Sturm, president of the Flightcraft chain, refused to discuss the status of negotiations for Jimsair or even confirm they were taking place, although he did indicate an announcement might be made within a week or two. Flightcraft is a subsidiary of Pape Brothers, Inc., which is a major distributor for Caterpillar products in the Northwest. Flightcraft, which began with one FBO in Portland, Ore., has grown steadily in recent years, adding facilities in Seattle and Spokane, Wash., Eugene, Ore. and most recently, the former Beech West facility at the Hayward, Calif. Air Terminal Airport (BA, April 3/105).

ISRAEL AIRCRAFT INTRODUCES ASTRA SP, BOOSTING PRODUCTION

Israel Aircraft Industries introduced the Astra SP business jet at this month's National Business Aircraft Association convention in Atlanta and officials said the company plans a significant increase in production during the next year. The first SP version of the Astra will be S/N 42, which is scheduled

(Continued on the following page)

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BUSINESS AVIATION BRIEFS

NATIONAL BUSINESS AIRCRAFT ASSOCIATION said it registered 15,046 people for its convention this month in New Orleans, down about six percent from the 15,973 who attended the 1988 convention in Dallas. Number of exhibitors and exhibit spaces rented were up, however, with 545 companies occupying 2,028 spaces. That compares with 517 companies who rented 1,828 spaces at the 1988 show. The 1990 NBAA convention will be held Oct. 3-5 in New Orleans, the first time in recent years the convention will run Wednesday through Friday, instead of Tuesday through Thursday.

* * *

PIPER AIRCRAFT said Austrian Airlines signed a letter of intent to purchase two Piper Cheyenne IIIAs, which will be used for advanced training of its future line pilots. Deliveries are scheduled for November 1990 and January 1991 at the carrier's Graz training facility.

* * *

KC AVIATION is now stocking the A-100 line of Fairchild Weston cockpit voice recorders for installation in customer aircraft or for re-sale in kit form. The units are being stocked at KC's facilities in Appleton, Wis. and Dallas, Tex.

* * *

ASTRA JET CORP. is expanding its product support offices in Wilmington, Del. The company said new offices are being added at the Quigley Boulevard site for its quality control and publication groups while its main offices at the Wilmington Airport will incorporate special facilities for customers, deliveries and visits.

* * *

REQUESTS FOR EXEMPTIONS from various sections of the Federal Aviation Regulations, along with FAA's disposition of some of those requests, are shown on back of Pages 122-124).

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ASSOCIATED AIR CENTER, Dallas, Tex., said it has completed an executive interior installation in the President of Mexico's Boeing 757 aircraft. Associated said it is the first 757 modified to include a bedroom, office, lounge and executive lavatory.

* * *

JOHN HOWARTH, Boeing-de Havilland's North American sales director, was recently promoted to director-technical services. He replaces Charlie Wickes, who has retired. Howarth has been in the industry for 28 years, with experience in customer service, aeronautical/performance engineering and sales and marketing.

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AIRPORT AND AIRWAY TRUST FUND had a balance of over $13 billion at the end of July, according to the most recent report from the Treasury Department (see chart on back of Pages 125-127).

* * *

AMR-AVANTI SALES, N.A., the North American sales and service representative for Piaggo Avanti pusher prop aircraft, has named six new regional sales managers. They include: Karl Day, Reston, Va., who will cover the Northeast; Finn Hedlund, who will be based in Tucson, Ariz. and cover the Western U.S.; Von Rodman, Southern regional sales manager who will be based in Dallas; Mark A. Sjostrom, Central region manager who will operate out of Chicago, Ill.; John C. Spradley, Jr. who will be responsible for sales in the Southwest, operating out of Dallas, Tex.; and, Michael Thomas, based in Charlotte, N.C., who will handle sales in the Eastern U.S.

* * *

JET ELECTRONICS AND TECHNOLOGY, INC., a wholly-owned subsidiary of BFGoodrich Aerospace, has acquired the assets and technology of Advanced Navigation Instruments (ANI) from Compudyne Corp. ANI develops and manufactures Loran-C receivers for use in airborne and terrestial location systems.

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125A

Airport & Airway
Trust Fund
20X8103
Income Statement
For the Period 10/01/88 Through 07/31/89

	Current Month	Year-To-Date
RECEIPTS		
Excise Taxes (Transferred from General Fund):		
Liquid Fuel other than Gas	$ 11,787,000.00	$ 576,723,000.00
Transp by air,seats,berths,etc	264,934,000.00	2,624,374,000.00
Use of International travl fac	8,559,000.00	85,159,000.00
Transp of property and cargo	14,423,000.00	148,433,000.00
Gasoline:		
1. Commercial 9 cents tax	232,000.00	2,081,000.00
2. Noncommercial 9 cents tax	1,892,000.00	12,014,000.00
3. Noncommercial 2.9 cents tax	626,000.00	3,913,000.00
Total Tax Receipts	$ 302,453,000.00	$ 3,452,697,000.00
Less Reimbursement to the General Fund (Refund of Taxes and Estimated Tax Credits):		
Aircraft Use Tax	$ 294,670,988.00	$ 296,606,578.00
Aviation Fuels Commercial	0.00	82,936,280.00
Gas Retailers Tax	0.00	3,830.00
Gasoline Manufacturer's Tax	0.00	70.00
Aircraft Use Principal	0.00	440.00
Total Reimbursements for Tax Receipts	$ 294,670,988.00	$ 379,547,198.00
Net Tax Receipts	$ 7,782,012.00	$ 3,073,149,802.00
Interest on Investments	$ 2,413,266.19	$ 1,007,606,059.70
Accrued Interest Inc. 1/	98,988,096.95	98,988,096.95
NET RECEIPTS	$ 109,183,375.14	$ 4,179,743,958.65
OUTLAYS		
Interest on Refunds & Credits	$ 0.00	$ 610.00
NONEXPENDITURE TRANSFERS		
Dept. of Transportation	$ (289,706,666.00)	$ (2,254,706,666.00)
Nat'l Oceanic and Atmosp. Adm.	0.00	(21,537,750.00)
TOTAL NONEXPEND TRANSFERS	$ (289,706,666.00)	$ (2,276,244,416.00)
TOTAL OUTLAYS/TRANSFERS	$ (289,706,666.00)	$ (2,276,245,026.00)
SURPLUS/(DEFICIT)	$ (180,523,290.86)	$ 1,903,498,932.65

1/ Income earned but not collected.

126A

Airport & Airway
Trust Fund
20X8103
Balance Sheet
As of 07/31/89

ASSETS		
Undisbursed Balances:		
Avail. for Invest.	$ (380.51)	
TOTAL UNDISBURSED BALANCE		$ (380.51)
Receivables:		
Interest Receivable 1/	$ 98,988,096.95	
TOTAL RECEIVABLES		$ 98,988,096.95
Investments:		
U S Treasury Certificates of Indebtedness 9-1/8% matures 06/30/90	$ 12,936,178,000.00	
NET INVESTMENTS		$ 12,936,178,000.00
TOTAL ASSETS		$ 13,035,165,716.44
LIABILITIES & EQUITY		
LIABILITIES		
EQUITY		
Trust Fund Equity 2/	$ 13,035,165,716.44	
TOTAL EQUITY		$ 13,035,165,716.44
TOTAL LIABILITY & EQUITY		$ 13,035,165,716.44

1/ Income earned but not collected
2/ Does not include transfer account balances

127A

Airport & Airway
Trust Fund
20X8103
Program Agency
Activity Report
For the Period 10/01/88 Through 07/31/89

	Current Month	Year-To-Date
UNDISBURSED BALANCES:		
Operations	$ 2,364.92	$ 989.33
Grants-in-Aid	32,793,363.04	(2,732,275.40)
Facilities & Equipment	79,856,327.71	41,756,755.53
Research Engineering Develpmnt	3,564,359.58	1,558,953.68
TOTAL UNDISBURSED BALANCE	$ 116,216,415.25	$ 40,584,423.14
EXPENSES:		
Operations	$ 39,274,301.08	$ 398,901,126.08
Grants-In-Aid	53,606,636.96	850,972,504.72
Facilities and Equipment	73,573,672.29	846,745,618.28
Research Engineering Develpmnt	7,035,640.42	106,008,712.39
NOAA Aviation Weather Services	0.00	21,537,750.00
TOTAL EXPENSES	$ 173,490,250.75	$ 2,224,165,711.47
NONEXPENDITURE TRANSFERS:		
Dept. of Transportation	$ (289,706,666.00)	$ (2,254,706,666.00)
Nat'l Oceanic and Atmosp. Adm.	0.00	(21,537,750.00)
TOTAL NONEXPEND TRANSFERS	$ (289,706,666.00)	$ (2,276,244,416.00)

Financial Management Service
Finance Division
Funds Accounting Branch
Date: 19 SEP 1989